

# STEPPING STONES TO SUCCESS

EXPERTS SHARE STRATEGIES FOR MASTERING BUSINESS, LIFE & RELATIONSHIPS

## Chapter 1 “USING SOUL INFLUENCE AS YOUR FIRST STEPPING STONE TO SUCCESS”

AN INTERVIEW WITH...

**KAREN KELLER**

as told to David Wright, President Insight Publishing & International Speakers Network

### **DAVID WRIGHT (WRIGHT)**

If you met Karen Keller, Ph. D. momentarily in passing, you'd immediately want to connect again to continue the conversation. She's passionate. She's inspirational. She changes lives with her penetrating wisdom. In short, you'd definitely want to add her to your professional network of go-getting women. Make that a Rolodex of influential women. You see, this psychologist cum peak performance executive coach turned entrepreneur is determined that women learn how to claim their power using their greatest natural gift: Soul Influence.

Karen came to be known as “The Influence Expert” after her uncanny insights to human behavior helped to affect state policy decision-making in the courtroom and seal multi-billion dollar deals in the boardroom. Armed with a Ph.D. in clinical psychology, she went on to earn the coaching industry's highest status of Master Certified Coach through the International Coach Federation.

She is also a syndicated newspaper columnist. Her weekly advice column—“Ask Dr. Keller”—offers custom workplace solutions for healing relationship riffs and catapulting careers. Recently, she has created a new business, Karen Keller International, Inc. focusing solely on programs and products that teach women how to use influence to get what they want. The result is that her phone is ringing off the hook from women wanting advice on being more successful from the courtroom to the boardroom to the bedroom, and all points in-between. Is that correct?

**KAREN KELLER (KELLER)**

Absolutely, David. And thank you for that wonderful introduction.

**WRIGHT**

I've noticed that it's women especially who cringe when they hear the word "influence." Webster's tells us influence is the capacity or power of a person to be a compelling force to produce effects on the actions, behavior or opinions of others. I listened to your Blog Talk Radio [interview](#) with Kalön Women Community where you said that...

**KELLER**

...I think women in our generation may have been taught that influence means manipulation. And the reason I say that is because for twenty years, overwhelmingly it's been the women clientele in my private practice—whether they're recent MBA grads, moms or business owners and CEOs—who, whenever I say "influence," get this shocked look on their face.

The first words out of their mouth are "Oh no, no, no. I could never have power over."

Understandably, too many people equate influence with dominance, because if you re-read that definition, that's exactly what it says. Nothing could be further from the Truth. And that's Truth with a capital T. Remember, Webster was a guy. So for our discussion, let's get our words and meanings correct. Because when you shun influence, you shun power.

**WRIGHT**

That sounds intriguing.

**KELLER**

It is. Power is both intriguing and very, very useful. You're born with all the power on the planet. This is why we read so much nowadays about being made of the same stuff as the sun, the moon, and the stars. I mean, who really knows what the heck that means?

I'll tell you. It means we're all made from one pulsating, powerful, energy. It's the Universal Wisdom bestowed in each of us by the Grand Overall Designer. It's the energy that breathes you, beats your heart and pumps your blood.

It's the same energy that, as Deepak Chopra says, creates a trillion cells that are each completing bodily functions simultaneously...that we're not even aware of. Nor do we have to be because it works perfectly. It's Infinite Intelligence that's all-knowing, all the time. And you have complete access to it. That's called Soul.

And if you don't influence it—allow it, acknowledge it, lasso it, direct it and use it—if you block it with too much food, wine, TV, overspending, anxiety and depression, it's as if your Power doesn't exist. The message you're sending to your natural Power is "You don't matter and I don't need you."

Influence means congruency. I like to say "inner fluency." The success of your inner fluency is to the exact degree that the beliefs you hold in your heart, the thoughts you think, the words you say and the actions you take line up. Think of the dancers in "A Chorus Line." Not a toe was out of step. (Or if it was, they couldn't make the cut.) Your life is no different. Are you cutting it? Is what you do day after day in alignment with what you tell yourself you want?

Join the two, and Soul Influence is about how to tap into your true power and make it work for you. Other synonyms for Soul Influence could be inner influence, inner power, Self influence.

I would add that influence has to do with getting what you want, getting what you need and helping others get what they want and need.

**WRIGHT**

That sounds like the title for this chapter you mentioned before the interview.

**KELLER**

Yes. Originally I wanted the title to be *Influence It, Get It and Keep It. What Every Woman Should Know About How To Direct Her Thinking, Get What She Wants...And Keep Creating More Good.*

But that wouldn't fit on the cover page.

*Using Soul Influence As Your First Stepping Stone To Success* really nails it because Soul Influence is the absolute core of everyone's personal success story. Which is this thing called Life, of course.

How much do you want to accomplish, prevail, triumph, be a hit, be next, prosper, love, connect, inspire, evolve and live a life of bliss?

“You are here to enable the divine purpose of the universe to unfold.  
That is how important you are!” —Eckhart Tolle

**WRIGHT**

Soul Influence works for everyone, then, not just for women?

**KELLER**

Yes. There's no gender in the mind of the Grand Overall Designer. Philosophy, beliefs, thoughts, words, these are also genderless. It's humans that assign them meanings that don't really exist.

What I've found in twenty-five years of mentoring both sexes in clinical psychology and life coaching is that men spend much less time than women do thinking about their attractions, connections and intentions—their “inner world.”

The truth is they're people just like you and me who've learned the art of Soul Influence. Anyone can do it!

**“It is safe for you to be powerful.  
You have what it takes to be powerful in a loving way  
that benefits others as well as yourself.”**



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